



Lockheed Martin Interview with DON OSBP Director

May 13, 2020 – Q&A

Visit DON OSBP website for more information:

https://www.secnav.navy.mil/smallbusiness/Pages/LM_webinar.aspx

Question	OSBP Response
Where can I get a copy of the presentation?	To view the slide presentation and a link to a recording of the interview visit: https://www.secnav.navy.mil/smallbusiness/Pages/LM_webinar.aspx
What percentage of the Small Business 8(a) contracts' dollars shown are awarded to the "super 8 a" corporations set aside such as, Alaska Native, and Native American?	<p>For Fiscal Year 2019, 8(a) Procedure Awards were defined as prime awards made to Small Businesses (per the contracting officer's designation) that were awarded by one of the following Set-Asides:</p> <ul style="list-style-type: none">>8(a) Sole Source> 8(a) with HUBZone Preference> 8(a) Competed <p>In Fiscal Year 2019, the Department of Navy awarded \$2.111B in 8(a) Procedure Awards with \$869M (41.2%) of those awards going to Alaskan Native and/or Native American prime Small Business vendors (note: vendors can be both Alaskan Native and Native American).</p> <p>For Fiscal Year 2019, Alaskan Native/Native American Small Business firms were awarded \$474M (28%) in non-8(a) Small Business Set-Aside awards out of a total of \$1.688B in Small Business awards by the Department of the Navy.</p>
Is there a breakout by the 10 Navy Major Buying Commands to show the dollar awarded in 2019 for HUBZone, Phase III, Small Business, SDVOSB, etc.?	To view FY19 performance and FY17 – FY19 Performance Trends, visit: https://www.secnav.navy.mil/smallbusiness/Pages/performance.aspx
Are we practicing Social Distancing at Navy Gold Coast?	Navy Gold Coast will be virtual. Visit the website https://www.navygoldcoast.org/ for more information and follow DON OSBP on social media where we will post updates as they become available.

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With COVID-19 causing a rapid reorganization of supply chains will there be heightened oversight of small businesses regarding source authentication to prevent counterfeit parts?	The Defense Logistics Agency is the major custodian for Personal Protective Equipment procurement and is ensuring pre-vetted companies and trusted supply chains are utilized for protecting Sailors and Marines.
Who would be the Small Business Professional for the NAVSUP Weapon Systems Support, PA?	To locate Small Business Professionals, visit the DON OSBP website and use the 'Find Your Small Business Professional' tool: https://www.secnav.navy.mil/smallbusiness/Pages/find-your-professional.aspx .
Do you have information regarding the DPA money provided to the Navy by Congress and how that money will be distributed and for what type of products?	<p>The Department of Defense is managing Defense Production Act Title III actions to help sustain and strengthen essential domestic industrial base capabilities and defense-critical workforce in sectors such as shipbuilding, aircraft manufacturing, and clothing and textiles. These actions will help to retain critical workforce capabilities throughout the disruption caused by COVID-19 and to restore some jobs lost because of the pandemic. The Department remains closely partnered with the Federal Emergency Management Agency and Health and Human Services, providing investments in life-saving medical services, supplies and equipment to service members and federal agencies in the nation's whole-of-government approach to the coronavirus pandemic.</p> <p>The Department has used the Industrial Base Council (IBC) to prioritize and fund proposals through OSD Title III contracts. Proposals were put forward to the IBC from the Services and Defense Agencies.</p>
When you take into account Small Business Set-asides for the various socioeconomic category, what is the formula that is used and if you fall under two categories is there an additional formula that is used?	Small Business Set-Asides Determinations are based on Market Research. It is important that small businesses respond to Requests for Information because this helps drive the acquisition strategy.
As a small business with direct contracts with the Navy, I have found myself in situations where projects that were to be 3 mos. got pushed out to 3 years due to issues at the Naval Base. How does a small business seek compensation for this	Contact the Small Business Professional and Contracting Officer at the specific command immediately to address questions and concerns.

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<p>extended overhead without having to spend thousands and thousands of dollars in attorney fees, that as a small business I don't have.</p>	
<p>Besides SBIR/STTR, how can we pitch our technology ideas to Navy?</p>	<ul style="list-style-type: none"> • Contact the Small Business Professional at the Command. To obtain the contact information, utilize the 'Find Your Small Business Professional' tool at: https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx • Review the '10 Steps to Becoming Procurement Ready' on the DON OSBP website under 'Doing Business with the DON'. https://www.secnav.navy.mil/smallbusiness/Pages/DBWD.aspx . • Visit the DON OSBP website and utilize the 'Search What the DON Buys' tab where you can download a data-pull from FPDS-NG. You can search by North American Industry Classification System code or Product Service Code and contact the appropriate Small Business Professional at that Command. • Other organizations that you can engage are: <ul style="list-style-type: none"> • NavalX: NavalX serves as the DON workforce "super-connector," focused on scaling non-traditional agility methods across the DON workforce. Visit https://www.secnav.navy.mil/agility for more information. • Naval Aviation Systems Consortium: Members are able to work with the Government to identify opportunities, target their technology offerings, expand into new markets and grow their businesses. Visit https://www.nascosolutions.org for more information.

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Our company has already developed a product that solves an identified problem for some of our Naval Aviators, but we are struggling to understand how to help them obtain funding, or establish a contract, to get these systems purchased and implemented. Is the NAVAIR Small Business Office the best office to reach out to for guidance? If so, who is the best contact?	<p>Contact NAVAIR's Small Business Director, Mr. Shelby Butler (shelby.butler@navy.mil) for guidance.</p> <p>NAVAIR's SBIR Program Manager is Ms. Donna Attick (navair.sbir@navy.mil).</p> <p>To find Small Business Innovation Research (SBIR) Program Managers for an organization, visit https://navysbir.com/poc.htm.</p>
The average cost to a small business to update their in-house computer system to meet the updated requirements is \$40,000. Your average small business does not have this kind of money to update their systems. Does the Navy have grants or monies available to assist small businesses with these costs?	Visit the Office of the Under Secretary of Defense for Acquisition & Sustainment Cybersecurity Maturity Model Certification website for more information. (https://www.acq.osd.mil/cmmc/index.html)
Is there some sort of Cybersecurity Certification that we would have to provide as a new supplier?	Visit the Office of the Under Secretary of Defense for Acquisition & Sustainment Cybersecurity Maturity Model Certification website for more information. (https://www.acq.osd.mil/cmmc/index.html)

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Is there a way to download the Long Range Forecast into an excel spreadsheet so we can sort the opportunities? Would it be possible to add in the Long Range Forecast spreadsheet the type of opportunity (HUBZone, SDVOSB etc.) going through the 80 pages would be overwhelming	The 10 DON Major Buying Commands have a Long Range Acquisition Forecast posted on their public facing website. Visit our website at https://www.secnav.navy.mil/smallbusiness/Pages/commands.aspx and click on the Commands tab to see the list of Major Buying Commands.
If you don't currently do work directly for the department of the Navy, what is the first step in doing so?	Review the '10 Steps to Becoming Procurement Ready' on the DON OSBP website under 'Doing Business with the DON'. https://www.secnav.navy.mil/smallbusiness/Pages/DBWD.aspx . There are several videos on the OSBP YouTube channel to help you become procurement ready. For additional information, visit: https://www.youtube.com/c/donosbp .
Is downloading actual solicitations and attachments direct from your website or is that through another portal?	Solicitations are not posted on the DON OSBP website. For additional information, visit: https://beta.sam.gov .
How do we apply for the Protégé program?	For more information on the Mentor-Protégé Program, visit: https://www.secnav.navy.mil/smallbusiness/Pages/mentor-protege.aspx . For additional guidance and assistance contact the DON OSBP Mentor-Protégé Program Manager, Ms. Mercedes Thurston at mercedes.thurston@navy.mil .
According to the DON Office of Small Business Programs the Mentor-Protégé Program has an expiration of Sep 30, 2018. Is there an updated expiration date for the program?	The Mentor-Protégé Program was reauthorized for Fiscal Year 20. The Navy is OPEN and ACCEPTING new Mentor Protégé Agreements.

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<p>We are a small business manufacturer located in California and we have done some cable assembly in the past for the military. What is the process of going through the Mentor-Protégé Program?</p>	<p>For more information on the Mentor-Protégé Program, visit: https://www.secnave.navy.mil/smallbusiness/Pages/mentor-protége.aspx.</p> <p>For additional guidance and assistance contact the DON OSBP Mentor-Protégé Program Manager, Ms. Mercedes Thurston at mercedes.thurston@navy.mil.</p>
<p>Is the MPP for 8(a) companies only? We keep being told that we are a startup and not eligible.</p>	<p>For more information on the Mentor-Protégé Program, visit: https://www.secnave.navy.mil/smallbusiness/Pages/mentor-protége.aspx.</p> <p>For additional guidance and assistance contact the DON OSBP Mentor-Protégé Program Manager, Ms. Mercedes Thurston at mercedes.thurston@navy.mil.</p>
<p>If I am interested in pursuing a Mentor Protégé Agreement with an OEM, can your office help with Small Business contacts at Large DOD OEM's to pursue an opportunity?</p>	<p>Contact the Mentor Protégé Program Manager, Ms. Mercedes Thurston, at mercedes.thurston@navy.mil for more information.</p>
<p>What is the Navy's take on using Hybrid MP agreements vs starting with a Direct Reimbursement Agreement?</p>	<p>The decision for a Hybrid Agreement and Reimbursable Agreement is based on the needs of the Mentor and Protégé. A Reimbursable agreement provides monetary reimbursement only for the cost of developmental assistance to the Protégé firm in accordance with the approved agreement. A hybrid agreement is a combination of both reimbursable and credit agreement. One year must be credit and the other must be reimbursable. For companies seeking a hybrid agreement the submission must be made through DCMA OSBP.</p>
<p>You referenced cyber hygiene... Can you give us a brief timeline as to what requirements are mandatory?</p>	<p>For the latest information regarding Cyber Hygiene please refer to the Cybersecurity Maturity Model Certification at: https://www.acq.osd.mil/cmmc/index.html.</p>

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Does NAVSUP procure transportation services directly? Or do they leverage the DLA / DOD DFTS contract?	NAVSUP utilizes TRANSCOM/DLA trucking contracts.
As a 100% SWOB, do we need to have a 3rd party certification to do business? We self-certify today. When will the self-certification go away for WOSB concerns?	<p>For the most current information and resources about the WOSB and EDWOSB certification process, visit https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program</p> <p>U.S. Small Business Administration (SBA) will continue to inform firms within https://certify.sba.gov of relevant changes.</p> <p>You also can contact your local SBA regional and district office, SBA resource partner, or Procurement Technical Assistance Center (PTAC) with questions.</p>
Where on the lmco.com website is the cyber survey located?	https://www.lockheedmartin.com/en-us/suppliers/cybersecurity.html#posture
Who at Lockheed can we speak with for subcontracting & MPP opportunities?	<p>For subcontracting opportunities, visit Steps to Become a Supplier at: https://www.lockheedmartin.com/en-us/suppliers/supplier-diversity.html.</p> <p>For interest in Lockheed Martin's participation in the various government agency Mentor-Protégé programs, contact Orysia Buchan, LM Corporate Government Programs Manager at orysia.d.buchan@lmco.com.</p> <p>Note: To be considered as a potential protégé, Lockheed Martin requires companies be current Lockheed Martin subcontractors and have been in business for a minimum of 5 years to ensure financial stability.</p>

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<p>Can Lockheed Martin request government funding specifically to help a subcontractor improve its ability to provide products that more closely align to Lockheed Martin's Quality Metrics? Is it possible that those government funds could be used to support the Small Business to get ISO Certification?</p>	<p>Under the Mentor-Protégé program, government funding for direct reimbursement agreements can be used to help the Protégé achieve ISO certification.</p> <p>For further information, contact Orysia Buchan, Lockheed Martin Corporate Government Programs Manager at orysia.d.buchan@lmco.com.</p>
<p>How do we know what level of CMMC we need to be? So for the CMMC level, should we contact LMCO personnel to find out what level we should be or just go for Level 3 and hope for the best?</p>	<p>CMMC level requirements for prime contracts will be determined and communicated by the gov't customer as part of the RFP process and are applicable at time of contract award. CMMC level requirements for subcontractors will be driven by the CMMC level of the prime contract, and the type of information (Level 3-5 for Controlled Unclassified Information (CUI); Level 1 for Federal Contract Information (FCI) only) being managed by the subcontractor as part of their subcontract performance. Therefore specific level requirements for LM subcontractors cannot be known until those requirements are determined and communicated by the government customer for specific programs which the subcontractor supports.</p>

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